

Message Text

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PAGE 01 ISTANB 02568 201247Z

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ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 EB-11 DRC-01 RSC-01 /039 W

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R 201220Z SEP 74

FM AMCONSUL ISTANBUL

TO SECSTATE WASHDC 5521

INFO AMEMBASSY ANKARA

UNCLAS ISTANBUL 2568

E.O. 11652: N/A

TAGS: BEXP, BMER, TU

SUBJ: MAJOR PROJECTS - DIESEL ENGINES

1. WE HAVE BEEN INFORMALLY ADVISED THAT QRKISH MARITIME BANK HAS AWARDED BID FOR TWO MARINE DIESEL ENGINES TO GERMAN FIRM MAK. DESPITE OUR STRENOUS EFFORTS TO INVOLVE US SUPPLIERS IN THIS \$2 MILLION ORDER, WITH POSSIBLE FOLLOW ON SALES OF \$20 MILLION, ONLY ONE U.S. SUPPLIER SHOWED ANY INTEREST. AFTER CONGEN OBTAINED EXTENSION OF BID DEADLINE FROM JUNE 10 TO JULY 2 AT U.S. FIRMS REQUEST, FIRM SUBSEQUENTLY DECLINED BID ON PROJECT. AS FAR AS WE ARE AWARE THE ONLY OTHER SUPPLIER THAT RESPONDED TO THIS TOP WAS UNABLE TO BID SINCE ITS MARINE DIESELS COULD NOT MEET BID SPECIFICATIONS.

2. IN BID FOR MARINE ENGINES FOR LAKE VAN FERRY REPORTED REF C, CONTRACT AWARDED TO GERMAN FIRM MWM. WE UNDERSTAND TURKISH MARITIME BANK TECHNICAL COMMITTEE PREFERRED US FIRM WHICH HAD SUPPLIED ENGINES FOR FERRIES ALREADY IN OPERATION. HOWEVER, INITIAL BID OF U.S. ENGINE WAS 40PCT ABOVE EUROPEAN COMPETITOR. WE OBTAINED EXTENSION OF BID DEADLINE TO ENABLE U.S. FIRM TO WUOTE NEW PRICE BUT REDUCTION OF 20PCT APPARENTLY NOT SUFFICIENT TO JUSTIFY AWARDDING CONTRACT TO US COMPANY.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: DIESEL ENGINES
Control Number: n/a
Copy: SINGLE
Draft Date: 20 SEP 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974ISTANB02568
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740264-1006
From: ISTANBUL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740928/aaaaaxtc.tel
Line Count: 49
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: cunninfx
Review Comment: n/a
Review Content Flags:
Review Date: 08 MAY 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 MAY 2002 by maustmc>; APPROVED <03 FEB 2003 by cunninfx>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECTS - DIESEL ENGINES
TAGS: BEXP, EMIN, TU
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005